

CHARLOTTE U.S. EXPORT ASSISTANCE CENTER (USEAC) NEWSLETTER

Do you need export help? Please call us at 704-333-4886

May 2006



Upcoming events for May 2006

INSIDE THIS ISSUE

May 11

NC World Trade Association Charlotte Chapter Meeting- This month, Alan Gordon, of Immigration Law LLC, a long-time member of the Charlotte Chapter of NCWTA and one of the region's high profile experts on immigration issues, will speak on one of the hottest topics of the moment, immigration and naturalization law at the NCWTA monthly dinner meeting. Please attend to hear this outstanding opportunity to hear all sides of this urgent issue. **Time:** 6:00 – 6:30:Networking & Registration; 6:30-8:00 pm: Program **Location:** Marriott Executive Park, Tyvola Road and I-77 **Cost:**\$32 for members and \$39 for non-members **To Register:** Fax or Email your registration to: fax: (704) 319-2289 or ncwta_charlotte@bellsouth.net

May 22

Selling Overseas 101: Strategic Exporting – This webinar will introduce you to the basic information, methods and strategies to help you export your products abroad. It is designed for company decision makers who are thinking about exporting or want to expand exports to multiple markets. The U.S. Commercial Service, in cooperation with the National Association of Manufacturers, has assembled a panel of experts on each step of the exporting process. **Time:** 2:00 p.m. **Location:** All you need to participate is a computer and a high speed Internet connection. After registering for the event, we'll send you a Web link to log on. **Cost:** Free **For more information and registration:** Contact Linda.Abbuzzese@mail.doc.gov for your access information passcode or call Shannon Christenbury at 704-333-4886 ext. 225

June 21-23, 2006

Participate in a Trade Mission to Panama- Take advantage of this unique opportunity to sell to multiple Latin American markets via the world's second largest Free Trade Zone: Panama's Colón Free Zone (CFZ). This three day mission will be an excellent opportunity for U.S. exporting companies to meet with "Traders" located in the Colón Free Zone who import products from many countries into the CFZ, and then sell those products throughout Latin America via their distributor networks. **Cost:** \$1750 (cost includes three nights hotel, all ground transportation, and meals) **To register or for more information:** please visit <http://www.buyusa.gov/tradeamericas/panama.html>

August 8-Save the Date

Export Strategies to Drive Sales- Save the date for this one-day seminar sponsored by SunTrust in cooperation with the Export-Import Bank of the United States. At this event you will learn how to find and finance foreign buyers to increase your sales, hear from experts with the Ex-Im Bank, OPIC, SBA, SunTrust and other international commerce organizations. **For more information:** Contact Michael Filchok 404-588-7507 or michael.filchok@suntrust.com

October 5-Save the Date

Export Expo- Western NC exporters are invited to learn more about how to succeed in selling globally. Local resources for helping find buyers, finalize the deal, finance, ship, and service export sales, will also be present. **Location:** Asheville Buncombe Technical Community College

December 5 and 6, 2006-Save the Date

Complying with U.S. Export Controls- The two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR) and Office of Foreign Asset Control (OFAC) programs. The seminar will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. **Look for more information on this must have seminar in the next three weeks**

Globis & China Business Information

Archived Webinars/Videos online

China Risk, Reward & How to Win

This is a premier conference for American businesses serious about successfully entering the Chinese market.

You'll be provided with the tools, business intelligence and resources you need to thrive in China, from Harbin to Hong Kong, Chengdu to Shanghai. No other China business event offers the range of exciting content, speakers, panels and learning opportunities that you'll find at **China Risk, Reward & How to Win**.

Aimed at companies already in China or serious about exploring the market, this is the complete China Business Conference for global U.S. business, large or small.

****Register Today****

www.chinabizconference.com

DATES

Houston, Texas: May 15-17

Washington, D.C.: May 17-19

Cleveland, Ohio: May 22-24

CHINA UPDATE: GLOBIS AND CHINA BUSINESS INFORMATION

Globis, a specialized provider of global business information and market analysis, has partnered with China's top business information companies in order to provide you with the most accurate, highest quality, up-to-date, unbiased, and competitively priced China business intelligence available.

Doing your homework upfront about a Chinese company can save you millions in the end. Globis is available to help you learn if a company truly exists, what its trade practices have been in recent years, what their payment records are, if they infringed on another company's Intellectual Property, etc. The correct information can mitigate your risk in doing business in China's vibrant economy by revealing your potential partner's business history. This will help save you from defaulted payments, illegally copied products, and from making the wrong partner choice.

Warning Signs of a Chinese Scam

- The Chinese company contacted you off the Web
- They have "Import/Export" in their name
- They want to purchase a very large volume of goods
- They insist your senior executive travel to China immediately to sign the contract with them in person
- They request money prior to the trip to pay for a reception in your honor, and/or, once in China, they request money or goods to grease the wheels with local officials
- They have been in business for less than one year
- They can provide no verifiable references

For more information, please contact:

Louise Kern, Managing Director for GLOBIS

Phone: (773) 220-4000 or **Email:** Louise@Glo-Bis.com

Website: <http://www.glo-bis.com>

Email: info@glo-bis.com

Market of the Month: Egypt

In recent years, the land of the Pharos and cotton harvesting has been transformed into a major oil and gas producer, a business and manufacturing hub for surrounding countries, and a market thirsty for foreign products

With a population of 77.5 million people, Egypt's market is by far the largest in the Middle East and North Africa. Egypt's economy has become much more diversified than in the past, not only is it a major oil and gas producer, with natural gas production increasing rapidly, but the clothing and textile sector remains strong and continues to grow as well.

Best prospects for U.S. exports:

- Oil and gas
- Power generation and transmission
- Telecommunications
- Information-technology
- Consumer goods
- Non-food franchises
- Hotel equipment
- Environmental management services
- Airport and related infrastructure

Learn more about this market:

http://www.export.gov/articles/exp_mom_egypt.asp

ARCHIVED WEBINARS & VIDEOS ONLINE

Invest an hour - discover a new market!

Watch them in your office or watch them at home:

Our webinars and video market briefs will take you away- to Vietnam, China, India and more – to evaluate how your company can generate new sales. The U.S. Commercial Service of the Department of Commerce, in cooperation with National Association of Manufacturers, created a Webinar series to introduce profitable new markets to small and medium sized businesses. These "live" webinars are now archived and can be found on our website, www.export.gov

The following webinars are archived online!

- "Selling to Vietnam-25 Hot Manufacturing Sectors"
- "Capitalizing on CAFTA-DR"
- "South Africa-Alive with Opportunities"
- "Opportunities in China"
- "Opening Markets in India"

The following videos are archived online!

- Israel
- Russia's Regions
- South Africa
- China
- Chile Free Trade Agreement
- Singapore Free Trade Agreement

How do I get access to the archived webinars and videos?

All you need is a computer with Internet access.

Is there a cost to viewing the archived webinars and videos?

No. They are free!

Are questions and answers included in the archived webinar?

Yes, questions and answers are presented toward the end of the program, and you can email your questions to be answered within 24 hours.

Go to <http://www.globalspeak.com/html/export-gov/webcasts.asp>. All future webinars will be archived at this site as well.

*****Don't miss our next webinar: *Selling Overseas 101: Strategic Exporting, May 22, 2006, 2:00 p.m. EDT******